RSAC 2025 Conference

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# Stronger Defense, Smarter Ops: The Power of Converging Security & Networking

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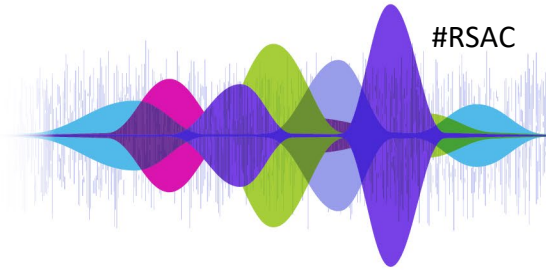

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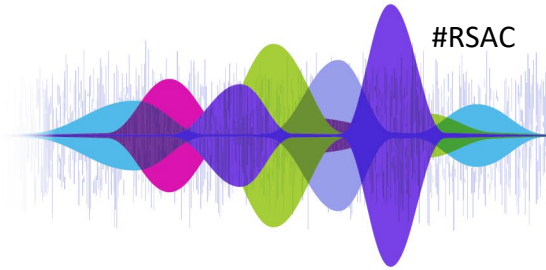
# More External Forces Are Driving Security Decisions





## DIGITAL EVOLUTION

Digital innovation is creating tremendous opportunity but more risk.

## TECHNOLOGY DISRUPTION

More companies are rapidly implementing AI to transform business operations.

## ECONOMIC HEADWINDS

Budget changes and skills shortage are resulting in more delays and more risk.

## SKILLS SHORTAGE

With 4.8M unfilled jobs, the struggle to recruit and retain cybersecurity talent creates additional cyber risks.

## ENVIRONMENTAL, SOCIAL, & GOVERNANCE

Consumers and boards are putting more pressure to deliver on ESG initiatives.

## REGULATORY AND COMPLIANCE

Companies are reacting to more frequent reporting and regulatory changes.

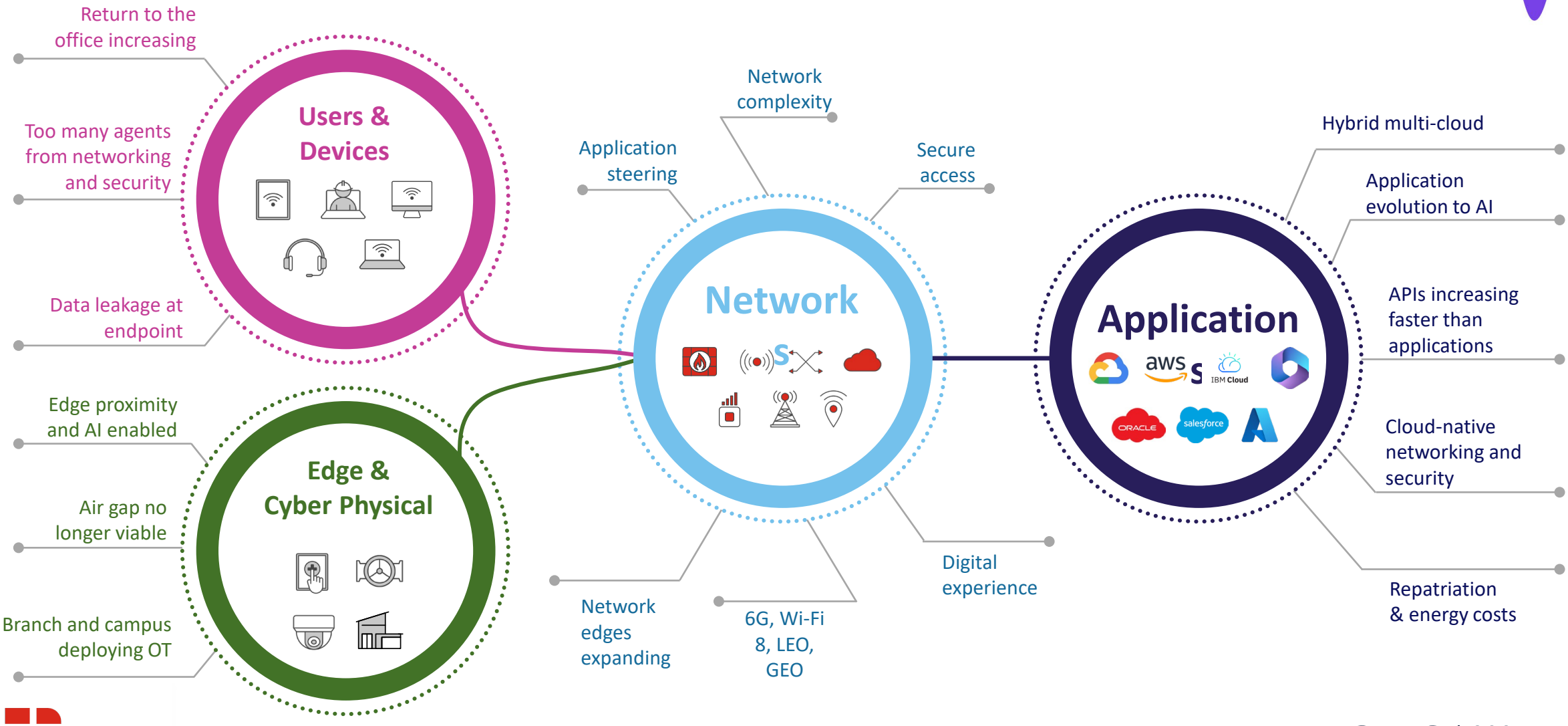
## THREAT LANDSCAPE

Attacks are growing in sophistication and frequency.

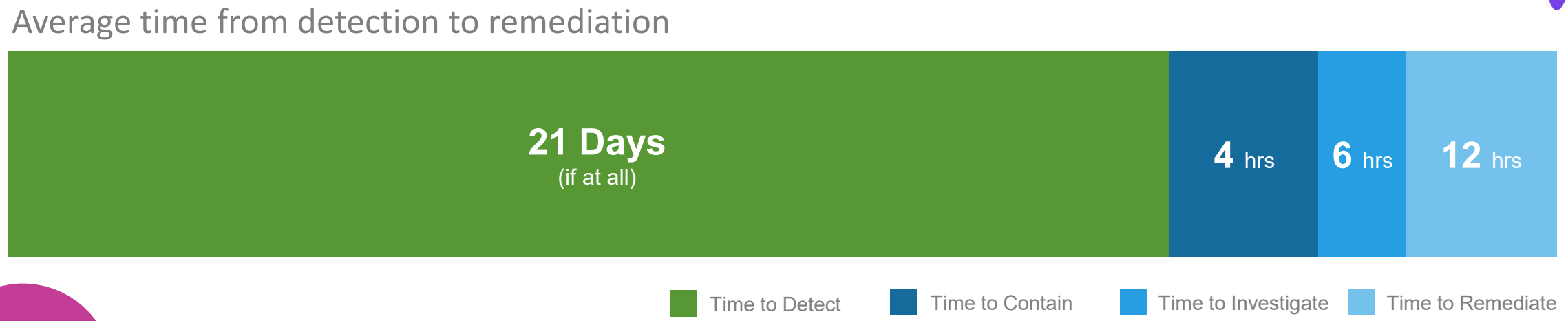
- Long-Lived Exploits
- Industrial Ransomware
- Supply Chain Attacks
- Cloud Risks
- APT Threat Actors
- New Vulnerabilities
- Targeted Attacks On the Rise
- Insider Risk

# Resulting in a Complex Infrastructures

As CXOs respond, the attack surface continues to expand



# Attackers Stay Longer and Cost More




**52%**

**of organizations report SecOps** is harder than two years ago, citing threats, attack surface, volume/complexity[1]

**SEC Rule**

**4 Days**

**to disclose material of a cybersecurity incident**

**$9.4M**

**Avg breach cost**

Source: Enterprise Strategy Group, 1. ESG Research, SOC Modernization Survey, January 2025.

# Convergence Delivers Total Protection

## Evolving Enterprise

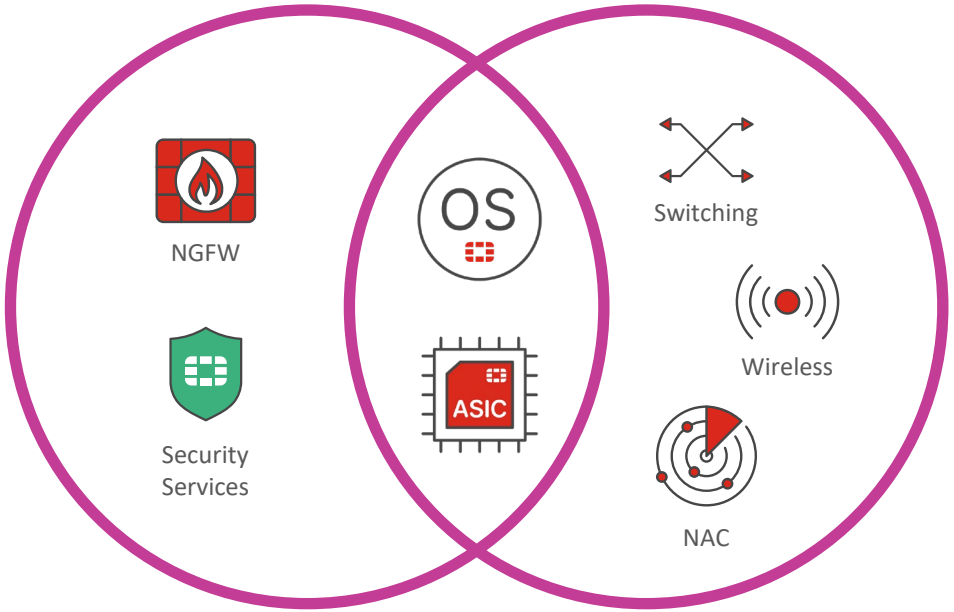
**Complexity**
Managing multiple vendors & configurations with complicated integrations.

**Inconsistent Security**
With separate tools, monitoring, logging, and threat detection are disjointed.

**High TCO**
Multiple vendors with separate licenses, hardware, and support costs.

**Lack of User Experience**
Network performance is degraded as security features are added.

## Convergence




## High ROI & Low TCO

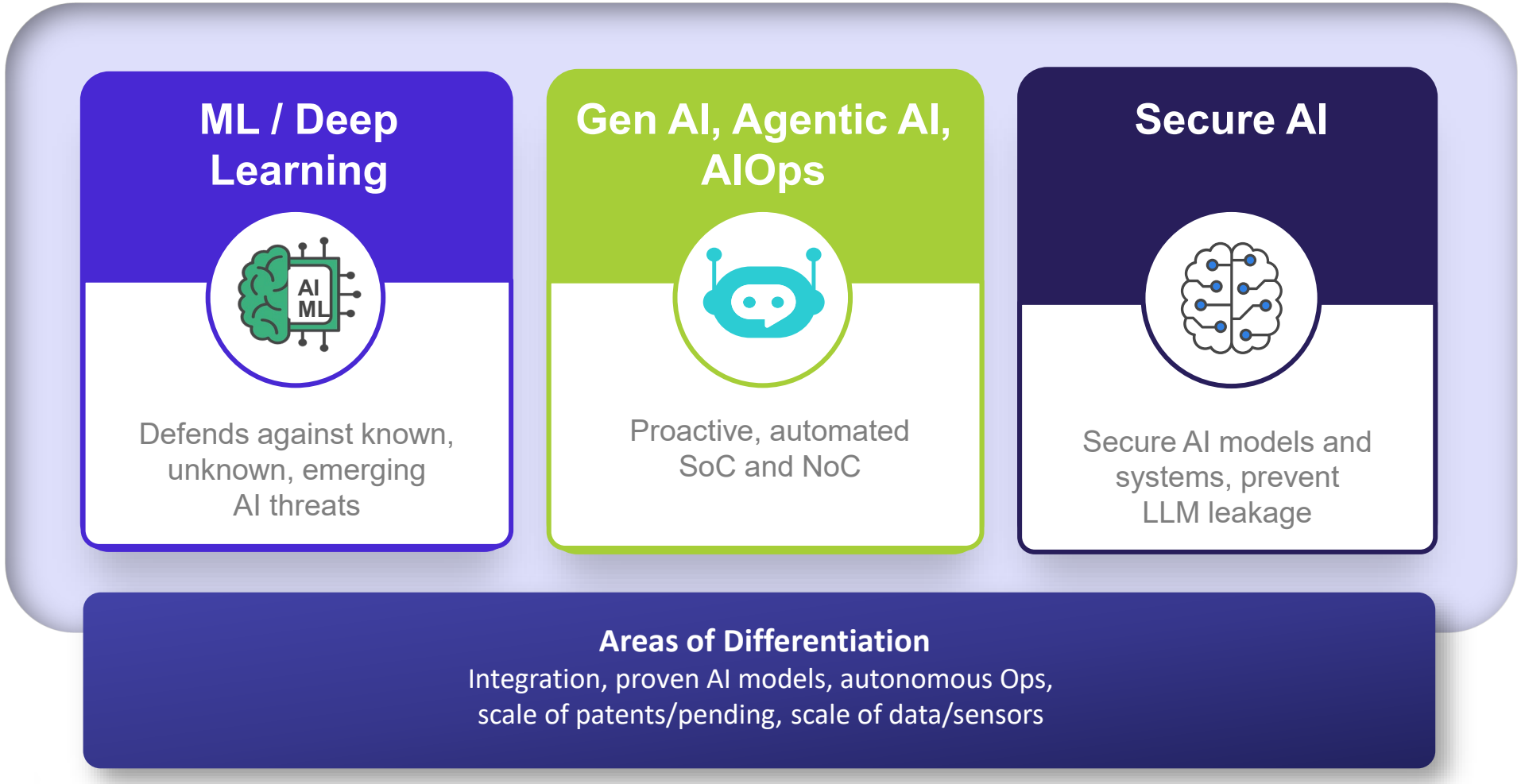
**PLATFORM**

**Consolidate**
Single OS eliminate silo products and complexity

**Integrated**
AI-powered Consistent security across all edges

**Automation**
Faster time to prevention and efficient operations

# AI-powered Security & Transformation


ML / Deep Learning
AI
ML
Defends against known, unknown, emerging AI threats
Gen AI, Agentic AI, AIOps
Proactive, automated SoC and NoC
Secure AI
Secure AI models and systems, prevent LLM leakage
Areas of Differentiation
Integration, proven AI models, autonomous Ops, scale of patents/pending, scale of data/sensors

# Apply Convergence & AI

- Catalogue networking and security point products
- Identify which products offer consolidation platforms
- Evaluate AI use cases and assess AI capabilities of each platform
- Determine which AI platforms offer training & certification
- Research analyst reviews
- Sunset the remaining licenses

*Do the Right Thing. The Right Way.*

| Founded | # 203 | $19B+ | 62K | 25K | ~2,000 |
|---|---|---|---|---|---|
| 1971 Houston | Fortune 500 List | Annual Revenue | Employees | Trucks | Sites |

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# Thank You

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